



DISTRIBUTORS 2016

Top 50 Electronics Distributors 2016

Sales breakdown %

Rank 2016	Company	2016 North American Sales (\$ millions)	% Growth Rate From Previous Year	Active Components	Passive Components	Electromechanical	Interconnect	Computer Products	Other	Total NA Employees	Sales per Employee	Percent of Sales Derived from VA
1	Arrow Electronics, Inc.	\$10,501.1	-2.4%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Avnet, Inc. (1)(2)(6)	9,920.0	-9.6%	40	4(3)	0	3	53	0	5,372	1,846,612.1	N/A
3	Future Electronics (4)	3,988.5	2.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
4	Digi-Key Electronics	1,208.0	6.2%	44	24	17	15	0	0	3,300	366,060.6	25
5	TTL, Inc.	1,060.0	1.9%	3	45	5	47	0	0	1,600	662,500.0	40
6	DAC	709.9	2.3%	0	0	16	84	0	0	N/A	N/A	N/A
7	Mouser Electronics	530.2	4.4%	45	20	10	20	0	5	1,400	378,714.3	8
8	Allied Electronics Inc. (5)	510.0	5.6%	2	3	32	14	0	49	818	623,471.9	N/A
9	Sager Electronics	258.0	6.2%	0	7	26	27	0	40	349	739,255.0	29
10	Master Electronics	189.0	12.2%	N/A	N/A	N/A	N/A	N/A	N/A	267	707,865.2	11
11	PEI-Genesis	155.0	14.8%	0	0	0	100	0	0	413	375,302.7	70
12	Bisco Industries, Inc.	143.6	6.7%	<1	20	40	20	1	18	430	333,953.5	13
13T	America II Electronics	120.0	7.1%	83	5	2	0	10	0	300	400,000.0	80
13T	Powell Electronics	120.0	9.1%	0	0	20	80	0	0	198	606,060.6	30
15	Phoenix Electronics Corp.	102.0	100.0%	100	0	0	0	0	0	29	3,517,241.4	80
16	Electro Enterprises Inc.	99.9	23.9%	0	0	30	70	0	0	230	434,347.8	65
17	Flame Enterprises	86.0	0.0%	0	0	100	0	0	0	58	1,482,758.6	0
18	Steven Engineering, Inc.	84.5	12.1%	0	0	35	35	7	23	132	640,151.5	28
19	Hughes-Peters	74.7	5.8%	3	30	40	25	0	2	98	762,244.9	38
20	Richardson Electronics, Ltd.	66.4	11.2%	75	15	5	5	0	0	247	268,825.9	50
21	Waldom Electronics Corp.	64.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	140	437,142.9	0
22	RFMW Ltd.	53.0	-11.7%	60	30	0	10	0	0	55	963,636.4	15
23	NRC Electronics Inc.	44.8	14.9%	5	65	20	10	0	0	45	995,555.6	60
24	Symmetry Electronics Corp.	44.1	1.8%	95	0	2	0	3	0	46	958,695.7	10
25	Marsh Electronics, Inc.	42.7	-3.4%	5	40	41	14	0	0	117	364,957.3	30
26	Component Distributors, Inc.	35.0	0.0%	75	8	2	7	0	8	47	744,680.9	1
27	SMD Inc.	30.2	-1.3%	3	12	9	76	0	0	41	736,585.4	65
28	CDM Electronics Inc.	29.0	-0.3%	0	0	10	70	0	20	125	232,000.0	40
29	DEE Electronics Inc.	26.1	0.8%	N/A	N/A	N/A	N/A	N/A	N/A	48	543,750.0	95
30	IBS Electronics Inc.	25.2	2.9%	30	40	3	20	1	6	35	720,000.0	10
31	Hammond Electronics, Inc.	23.5	-2.1%	1	3	60	21	0	15	74	317,567.6	50
32T	Air Electro Inc.	22.0	0.9%	0	0	0	100	0	0	62	354,838.7	65
32T	March Electronics	22.0	4.8%	0	0	0	100	0	0	N/A	647,058.8	N/A
34	House of Batteries	21.5	2.4%	0	0	0	0	0	100	100	215,000.0	80
35	Diverse Electronics	19.9	1.0%	22	19	9	15	0	35	43	462,790.7	22
36	PUI Projections Unlimited Inc.	18.3	-5.2%	14	43	25	18	0	0	32	571,875.0	69
37	Area 51-ESG, Inc.	18.2	13.8%	49	13	11	27	0	0	50	364,000.0	20
38	Cumberland Electronics Strategic Supply Solutions (CE3S)	18.0	1.7%	1	10	30	28	1	30	40	450,000.0	75
39	Kensington Electronics, Inc.	17.1	-10.5%	0	10	0	90	0	0	26	657,692.3	30
40	Gopher Electronics	15.8	-9.7%	0	10	60	30	0	0	45	351,111.1	23
41	Sherburn Electronics Inc.	15.2	8.6%	10	15	35	25	15	0	20	760,000.0	56
42	East Coast Microwave Sales & Distribution LLC	15.0	7.1%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
43	Electronics Supply Co., Inc.	13.5	-18.2%	10	20	5	5	10	50	28	482,142.9	1
44	Bluff City Electronics	13.1	5.6%	10	10	60	10	0	10	33	396,969.7	10
45T	Benchmark Connector Corp.	12.0	0.0%	0	0	0	100	0	0	35	342,857.1	90
45T	Components Center Inc.	12.0	-4.0%	0	5	30	65	0	0	20	600,000.0	15
47	Fedco Electronics, Inc.	9.1	23.0%	1	0	0	0	4	95	40	227,500.0	51
48	Metuchen Capacitors Inc.	8.0	0.0%	0	40	40	20	0	0	20	400,000.0	0
49	Electronic Connector Company - ECCO	7.2	N/A	0	0	0	100	0	0	21	342,857.1	N/A
50	URS Electronics	5.8	-7.9%	0	21	24	31	0	24	14	414,285.7	5

T Denotes tie

¹ Includes Argentina, Brazil & Puerto Rico sales

² Component breakdown based on FY2016 sales

³ Includes Electromechanical & Other

⁴ EPSNews estimate

⁵ Allied estimate, FY end 3/31/17

⁶ On October 17, 2016, Avnet finalized its acquisition of Premier Farnell. Revenue figures are included for 11 of the 13 weeks in the December quarter.

Sales figures are revenues from North American nations only; include sales from all wholly/majority owned U.S. distribution operations